

Tools for Alliance Builders

**Appendix VIII
FY2003 GDA APS**

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT
ANNUAL PROGRAM STATEMENT
APS No. GDA-03-001

PUBLIC PRIVATE ALLIANCES
IN

- A) AGRICULTURE
B) ANTI-CORRUPTION/GOVERNANCE/CIVIL SOCIETY STRENGTHENING
C) CONFLICT/RELIEF AND HUMANITARIAN ASSISTANCE
D) ECONOMIC GROWTH AND TRADE CAPACITY BUILDING
E) EDUCATION
F) ENVIRONMENT/ENERGY
G) HEALTH
H) INFORMATION TECHNOLOGY

Issuance Date: November 4, 2002
Closing Date: September 30, 2003

This program is authorized in accordance with Part I of the Foreign Assistance Act of 1961 as amended.

Ladies/Gentlemen:

The Global Development Alliance Secretariat of the United States Agency for International Development (USAID) invites interest from prospective partner organizations to form public-private alliances to carry out activities in support of USAID's international development objectives. Alliance partners are expected to bring significant new resources, ideas, technologies, and/or partners to address development problems in countries where USAID is currently working. Partners could include a wide range of organizations such as: foundations, U.S. and non-U.S. non-governmental organizations (NGOs), U.S. and non-U.S. private businesses, business and trade associations, international organizations, U.S. and non-U.S. colleges and universities, U.S. cities and states, other U.S. Government agencies, civic groups, other donor governments, host country governments, regional organizations, host country parastatals, philanthropic leaders including venture capitalists, public figures, advocacy groups, pension funds and employee-welfare plans, etc. Successful proposals will bring at least a 1:1 resource matching to focus on priority development activities within USAID's manageable interest.

Program Eligibility Criteria

To be considered for funding under this APS, proposed programs must meet the following requirements:

1. Alliance proposals must have clearly-defined objectives that have been agreed to by the partners.
2. Alliance proposals are expected to demonstrate significant new, non-federal resources – whether money, ideas, technologies, experience and expertise – to address international development problems.
3. Alliance proposals must address the development needs of one or more countries in which USAID is currently working. Alliances that operate in countries where USAID

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has a field presence will be given priority. However, consideration may be given to alliances that seek to operate in countries where USAID does not have a field mission.

4. Alliance proposals must contribute to one or more of the Agency's high priority sectoral and programmatic objectives.
5. Alliance proposals must offer promise of significant development impact, as measured, for example, by the number of direct and indirect beneficiaries of the program, and/or by the potential for replication or scaling-up over time.
6. Alliance proposals must appear feasible from a technical, economic, financial, and social perspective.

It is expected that programs may last from 12 to 36 months. Priority will be given to proposals that can be launched rapidly. There will be a minimum grant size of \$100,000. USAID will not provide funds under this APS for products and services that would be purchased through a contract.

Leverage

GDA alliances are expected to bring significant new, non-federal resources – whether money, ideas, technologies, experience and expertise – to address international development problems. ***To qualify for USAID funding under this APS, an alliance must demonstrate that partners are able and willing to collectively contribute significant resources to the proposed program that are at least equal to the level of resources sought from USAID.***

Further, it must be shown that these resources, in combination with the support sought from USAID, will provide the alliance with a comparative advantage in meeting the goals and objectives of the proposed program.

It is this expectation of significant leverage of non-federal resources in combination with joint planning and sharing risks and benefits, that defines the public-private alliances under the GDA as distinct and different from those activities USAID has previously supported. ***This APS is not intended to yield additional traditional grant relationships.***

Tier One: Concept Paper Stage

Concept papers must be strictly limited to no more than five pages in length using 12- point font. Concept papers should be sharply focussed, technically sound, and demonstrate a clear sense of the applicant's key objectives and ability to carry out the program. Concept papers should address the following:

- Key objectives of the alliance;
- Leveraging, such that the value of non-federal resources provided by alliance partners is equal to or exceeds levels of resources sought from USAID; description of resources to be provided by partners and approximate value;
- The number and types of beneficiaries that will benefit from the alliance activity;
- Program strategy to achieve those results;
- The role of all alliance partners, and demonstration of commitment or interest by prospective alliance partners; and
- Budget that identifies the total estimated cost of the program with a breakout of major expense categories (up to half a page; no proprietary cost information such as indirect cost rates should be submitted at this stage).

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Tier Two: Proposal Stage

A favorable evaluation of the concept paper in the tier one review does not automatically imply USAID funding. The applicant will be asked to then submit a more detailed submission limited to 25 pages single-spaced using 12-point font. Full proposals will undergo a comprehensive evaluation using the factors described in Section IV below, including the submission of the following information, as well as any additional requirements specifically requested by the prospective USAID partner Bureau or Mission. The alliance will be notified of specific requirements, in addition to those listed below in the invitation to submit a full application. Invitations for full proposals will be sent 30 days after the deadline for receiving concept papers.

Full Application Instructions:

All applications must be made by completing the items below, including the attachments where requested. Note page limits.

The length of the application should not exceed the following page limits:

- Budget Information (Standard Form SF-424 and supporting narrative; see <http://www.usaid.gov/pubs/ads/sfforms.html>): No limit
- Executive Summary: 2 pages
- Body of Proposal: 25 pages
- All Attachments: 15 pages

The proposal should include the following information:

- Table of Contents listing all page numbers and attachments
- Executive Summary
- Program Description
- Goal and Objectives
- Background/Problem Statement
- Explanation of partners and their expected roles including other resources brought to bear (leveraging)
- Proposed Interventions/Technical Approach
- Expected Impact
- Duration of Activity
- Role of USAID (e.g., facilities, equipment, material, or personnel resources)
- Letters or other forms of communication (emails) demonstrating partner intent to participate and, where applicable, interest from USAID country mission(s)
- Detailed budget and financial plan with major line items, identification of funding source (i.e., by partner) for each, and a narrative description of what the resources will be used for
- Relevant Organizational Experiences of Recipient and Key Partner Organizations
- Implementation Schedule

In addition to the narrative described above the proposal should include as attachments:

- A draft letter of intent/memorandum of understanding, which describes roles, responsibilities and contributions of each of the alliance partners.
- Curriculum Vitae for Key Staff

The annexes may also include relevant information about alliance partners including documentation of intent to participate by other partners.